

Comparisons of Job Characteristics

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation: Credit Counselors (13-2071)

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

[Compare Tools and Technologies](#)

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 89

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation: Credit Counselors (13-2071)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Customer and Personal Service	11.3	20.7	20.4	0	Current knowledge level may be sufficient
Clerical	7.3	15.9	9.0	<<	Extensive education and/or training may be required
Administration and Management	8.4	14.3	10.6	<<	Extensive education and/or training may be required
Mathematics	9.2	13.9	13.5	0	Current knowledge level may be sufficient
Law and Government	5.9	13.4	9.8	<<	Extensive education and/or training may be required
Economics and Accounting	4.4	11.8	14.7	>	Current knowledge level is likely sufficient
Sales and Marketing	5.2	10.6	15.1	>>	Current knowledge level is likely more than sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 91

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation: Credit Counselors (13-2071)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Critical Thinking	10.8	14.0	14.5	0	Current skill level may be sufficient
Social Perceptiveness	9.1	12.6	12.0	0	Current skill level may be sufficient
Judgment and Decision Making	9.4	12.5	12.2	0	Current skill level may be sufficient
Service Orientation	7.9	12.0	11.0	0	Current skill level may be sufficient

Instructing	7.8	11.8	8.5	<<	Extensive development of skills in this area may be required
Learning Strategies	7.2	11.8	7.7	<<	Extensive development of skills in this area may be required
Time Management	8.9	11.8	10.3	<	A higher skill level may be required
Mathematics	6.2	9.8	8.2	<	A higher skill level may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities

Similarity of Focus Occupation to Associated Occupation: 97

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation: Credit Counselors (13-2071)

Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Near Vision	11.1	14.1	12.4	<	Some improvement in abilities may be required
Speech Clarity	10.2	13.7	13.7	0	Current ability level may be sufficient
Deductive Reasoning	10.6	13.6	13.8	0	Current ability level may be sufficient
Speech Recognition	9.9	13.6	13.4	0	Current ability level may be sufficient
Information Ordering	9.9	11.9	10.4	<	Some improvement in abilities may be required
Number Facility	6.3	10.7	9.3	<	Some improvement in abilities may be required
Perceptual Speed	7.4	10.2	6.7	<<	Extensive improvement in abilities may be required
Mathematical Reasoning	6.3	9.8	9.4	0	Current ability level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 82

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation: Credit Counselors (13-2071)

Work Activities	Exclusivity of Activity
Advise clients on financial matters	77
Advise clients or customers	19
Analyze applicant's financial status	85
Analyze financial data	57
Analyze market conditions	81
Complete information on loan forms	85
Compute financial data	53
Evaluate degree of financial risk	82
Interview customers	71

Maintain account records	69
Make decisions	24
Monitor credit extension decisions	89
Obtain information from individuals	24
Provide customer service	14
Use computers to enter, access or retrieve data	3
Use spreadsheet software	18

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: 74

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)
Associated Occupation: Credit Counselors (13-2071)

Tools and Technologies	Exclusivity
Business function specific software	1
Calculating machines and accessories	3
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.